

Sustaining HIT-and-HIDE



STORY MODE

Rescue the daughter of the President kidnapped by terrorists!
System Super 22 produces incredibly beautiful, realistic stages.

TIME ATTACK MODE

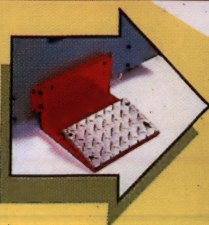
Compete your skill of quick shot!
A player suffers no damage in this mode and compete against a clock to clear one of 4 stages.



Specifications

PCB:	System Super22×1set
MONITOR:	DX: 50 inch projector×1 SD: 29 inch monitor×1
DIMENSIONS:	DX: W1150×D2170 ×H2180 (mm) SD: W780×D1120 ×H2140 (mm)
WEIGHT:	DX: 280kg SD: 153kg

An innovative **ACTION PEDAL** enables players playing more tactical shoot-'em-out!



When the Action pedal is released;
A player hides behind a cover (walls, poles, etc.) and reload the gun.

When the Action Pedal is STEPPED;
A player dashes out from a cover and shoot enemies.

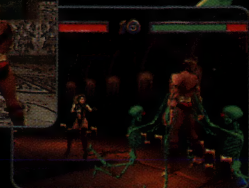
This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

TIME OUT

JUNE 1996

War Gods

BE
CAREFUL
WHAT
YOU
PRAY
FOR



3-D_EFIANT
3-D_ESTRUCTIVE
3-D_IMENSIONAL



Coin Cascade Ltd., 5 Vulcan Place, Christchurch, Ph 338 1411, Fax 338 1410

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

MIDWAY

3401 N. California Ave. • Chicago, IL 60618 • (312) 961-1000 • Fax (312) 961-1060 • <http://www.wms.com>

WIN PRIZES IN THE ULTIMATE SHOOTING GALLERY!! Lucky Carnival



Dimensions:
68" High
96" Wide
116" Deep

TAITO

Fire the cannon
repeatedly at your desired prize
capsule. Collect unlimited prizes as you shoot

your way to the ranks of the top Marksman!

A TOTALLY UNIQUE UNIT. LIMITED QUANTITIES NOW IN STOCK

Using the cannon, fire a ping pong ball to shoot down the prize capsules on the moving turntable
Up to three people can play simultaneously

Each player is given sixty seconds and ten shots to play (Operator-adjustable settings)

Prize capsules are replenished automatically

Capsules are designed to accommodate prizes of varying shapes and sizes (Up to 7 inches)

The automatic loading mechanism is an advanced engineering design for trouble-free operation.

When the sensors detect a vacant space, the mechanism automatically drops a new capsule onto the turntable

The barrel-shaped cannon is an attention grabber with its unique shape and loud bang when fired

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

ALPINE RACER

A RECORD

Alpine Racer has eclipsed
the Highest Income Ever
Recorded from a Single
Player Amusement Game
in New Zealand



Brings the Mountain to You

PCBS FOR SALE

Armoured Warriors (B)	\$650
Dark Stalkers (B)	\$650
Karate Tournament	\$420
Lethal Enforcer Kit	\$1975
Lord of the Gun	\$1000
Major Title	\$450
Mortal Kombat	\$600
Mortal Kombat 2	\$900
NBA Jam TE	\$1750
Shinobi	\$175
Sky Kid	\$100
Solamin Key	\$100
Spinal Breakers	\$75
Street Fighter 2 CE	\$450
Street Fighter 2 Hyper Fight	\$350
Street Fighter 2 Turbo (B)	\$590
Tekken	\$1600
Vapour Trail	\$350
X-Men (B)	\$1200

DEDICATED FOR SALE

Cyber Sled 26" twin	\$9000
Exhaust Note 26" twin sit down	\$9850
Grand Prix Star 26" twin sit down	\$8950
Lethal Enforcer 25" cabinet	\$4400
Revolution X 25" cabinet	\$5990
Virtua Cop P - type 40"	\$18,500
Virtua Racer 26" twin sit down	\$14,500
Winning Run deluxe mover	\$5900
World Rally 25"	\$3250

PH BEVAN 09 525 0200

FOR SALE

Addams Family	\$3000
Creature/Lagoon	\$3000
Dr Who	\$3000
Fish Tales	\$3000
Getaway	\$3000
Terminator	\$3000
Twilight Zone	\$3000
White Water	\$3000
Suzuka 8 Hours 1 26" twin	\$15,000

PH RICHARD OR DAVE 09 302 2764

FOR SALE

Jackal	\$50
Mortal Kombat 2	\$850
Spinal Breaker	\$75
Street Fighter 2	\$250
Street Fighter 2 Hyper Fight	\$350
Tekken	\$1500
Twin Cobra	\$100

PH MIKE 09 308 3127

FOR SALE

3 Count Bout	\$150
8 Man	\$100
Agressors of Dark Kombat	\$400
Andros Dunos	\$150
Art of Fighting	\$100

Art of Fighting 2	\$300
Cybalip	\$100
Double Dragon	\$400
Fatal Fury	\$100
Fatal Fury 2	\$150
Fatal Fury Special	\$300
Football Frenzy	\$200
Ghost Pilots	\$100
Kabuki Klash	\$600
Karnovs Revenge	\$300
King of Fighters 94	\$400
King of Fighters 95	\$700
King of Monsters	\$100
League Bowling	\$150
Mutation Nation	\$100
Pig Out	\$200
Rampart	\$200
Relief Pitcher	\$300
Robo Kid	\$100
SF2 Super Turbo	\$800
SF2 Hyper	\$550
SF2 Super	\$200
Shogun Warriors	\$200
Silent Dragon	\$300
Slam Masters	\$300
Sno Bros	\$100
Sunset Riders	\$700
Super Volleyball	\$100
TMNT 4 player	\$100
Touch Down Fever	\$150
Twin Cobra	\$150
UN Squadran	\$250
Under Cover Cops	\$400
Vandyke	\$100
Varth	\$300
Vendetta	\$300
Wrestlefest	\$300
Xerex	\$200
Police Force	\$1200
Popeye	\$3500
Riverboat	\$1300
Roadshow	\$6600
Rocky & Bullwinkle	\$2500
Simpsons DE	\$1400
Star Wars	\$2500
Star Trek	\$4500
Street Fighter	\$2200
Taxi \$1000	
Terminator 2	\$2000
The Shadow	\$6800
Theatre of Magic	\$7600
Transporter	\$1200
Twilight Zone	\$3500
Whitewater	\$2800
World Cup 94	\$6300
Quantum Pool Tables	\$2500

NEW ATTRACTION COMING TO LAS VEGAS HILTON

Developers recently broke ground on a project at the Las Vegas Hilton that will bring to life the future as popularised by one of the most renowned television properties ever, Star Trek.

Star Trek: The Experience is a \$NZ74 million joint venture between Paramount Parks and the Las Vegas Hilton and will incorporate an unmatched variety of entertainment elements including a simulator ride, state-of-the-art computer games, interactive video and virtual reality stations, retail shops and a themed restaurant and lounge.

Visitors will be able to see, feel, touch and live what it is like to be a Starfleet crew member as The Experience takes them on an intergalactic journey. The attraction is scheduled to open in the Spring of 1997.

Conceptualised by Paramount Parks, under the guidance of the paramount Television Group and the creators of Star Trek, the attraction aims at representing a new era of interactive entertainment. Both Paramount Parks and the paramount Television Group are units of Viacom inc.

"With this attraction, Paramount Parks is bringing to life the one virtual adventure millions of Americans have shared for 30 years, Star Trek, said Jane Cooper, president of Paramount Parks, "At Star Trek: The Experience visitors will be beamed up to the world of Star Trek where for the first time ever they can dine, shop, and play in the 24th century. It's a 20th century dream come true 350 years ahead of time."

Added Gary Gregg, president of the Las Vegas Hilton: "Las Vegas is the perfect location for this attraction and the Las Vegas Hilton is the ideal site. It is our goal at the hotel to offer our guests the best, the newest and the most thrilling in events and accommodations. Star Trek: The Experience will beam the Las Vegas Hilton and all of Las Vegas into the 24th century.

WESTFIELD'S INTENCITY TO OPEN LATER, MUCH REDUCED IN SIZE

The Intensity interactive entertainment complex at Westfield Shoppingtown, Belconnen,

Australia, is to be reduced in size by a third and is scheduled to open three months later than planned.

Westfield's marketing managing, Tero Blinnikka, said yesterday the complex would now take up about 2000 sq m instead of the original 3000 sq m, and he expected a clearer picture to emerge next week when he meet developers responsible for the joint venture, Westfield and Publishing and Broadcasting Ltd - owners of the Nine Network.

"At this stage it is going ahead," he said. "But it will be smaller than planned originally ... we are just slightly changing the format."

Robert Macolino, of the marketers, Village Roadshow, said Intensity outlets were designed to suit specific locations and were based on probable return. An Intensity complex was built at Hurstville in April last year, followed by a larger one at Paramata in October. Another was opened at Tuggerah in December.

Mr Macolino said patronage was good and the Intensity complexes were attracting the target "18 plus" audience.

Intensity was constantly bringing in new ideas, concepts and software. Stage 1 of the Westfield development opened in November 1995, with eight new shops: Dymocks, Sanity, Jamaica Blue, SP Clothing, Sports n Stars, Games Workshop, Mostly Movies and Inner Harmony.

Westfield's is the first of a number of major shopping mall expansions in Canberra. The Tuggeranong Hyperdome is seeking planning approval for a \$40 million extension and Woden Plaza is seeking approval for one worth \$NZ117 million. Westfield has 200 shops, Woden Plaza has 180 and the Hyperdome more than 140.

Village Nine Leisure floated a series of Intensity complexes in Australia and South-East Asia in mid-1995: one in Indooroopilly, Queensland, three in Malaysia, and additional sites were being considered for Adelaide, Perth, Cairns, Sydney and Brisbane.



SAFE CRACKER

...The Winning Combination.



Safe Cracker is perfect for any location (Bars, Arcades, F&Es, etc.) - it rewards the player, is player interactive, and is multi-player.

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

A NEW GAME

The goal is to advance to the board game for a chance to break into the safe while avoiding obstacles along the way. Players spin and stop the safe dial to determine how many spaces to advance. The player can collect winnings and resume playing pinball after each dial spin, or spin again and risk losing it all. Players must risk it all for a chance to break into the bank vault and win the token award.

TOKEN-PIN



A NEW VISION

Created by the talented design team of collections king Addams Family, Safe Cracker appeals to a wide audience of players. The playfield is simplified and shortened for faster-paced play. Player skill is required in order to lock a ball on the playfield and advance to the board game where players have an opportunity to walk away with real collectible tokens.



STOCK DUE
JULY
CONFIRM
ORDERS
NOW

Timed Play

- Higher earnings potential because game play centers around time, not three balls
- Players can extend their time by hitting the rotating disc
- Timer drives competition between two or more players who want to be the first to crack the vault

Token Launcher

- Token rolls down the playfield glass directly to winner
- Equipped with adjustable software for operation in any jurisdiction

Winning Token

- Operator adjustable token award
- Can function without tokens — it's still exciting to play
- Ten different tokens
- Operator chooses how tokens are used:
 - for another play
 - redeem for a prize
 - as a collectible trophy



3401 N. California Avenue
Chicago, IL 60618
(312) 961-1000 Fax (312) 961-1060
<http://www.wms.com>

CLASSIFIEDS

DEDICATED FOR SALE

Crusin' USA deluxe condition	\$34,000
Drug Wars 50" & consol (laser disc) feature game great graphics	\$11,000
Indy 500 39" ex cond twin driver	\$35,000
Killer Instinct 26" complete	\$5,700
Laser Kits (Mad Dog 2, Crime Patrol, Drug Wars)	\$2,500
Lethal Enforcers 2p gun game in red 26" cabinet & NRI mech exc cond.	\$3,800
Lord of gun 25" elect mech	\$2,500
Mortal Kombat 3 Ultimate comp	\$5,050
NBA Jam Tourn grey 26" elect mech	\$3,500
Revolution X 3 guns full decals etc	\$7,000
2x Suzuka 8 Hours 2 twin ex cond	\$16,000
2x Underfire 2 play shaking guns	\$4,800
Virtua Cop 1 40" NRI mech high security door ex cond	\$17,000
Virtua Fighter 2 complete decals etc	\$5,000
Virtua Racer twin racer elect mechs	\$14,000
Wack-a-Gator with ticket dispenser	\$12,000
Vidikron Wall Projector 33" to 120"	\$7,000

PCBS FOR SALE

1x Armoured Warriors B only	\$300
1x Gun Bird	\$500
2x Killer Instinct 1	\$3,500
4x Mortal Kombat 1	\$850
1x Mortal Kombat 2 Ultimate	\$2,900
2x NBA Jam Tournament	\$1,200
4x Street Fighter Champion Edition	\$350
5x Street Fighter Hyper Fight	\$350
5x Street Fighter Super Turbo	\$1,500
3x Street Fighter Two	\$200
1x Street Fighter The Movie	\$1,300
1x Street Fighter Alpha B only	\$1,050
1x Tekken 1 (loom & mylar)	\$1,650
1x Vendetta	\$400

CABINETS FOR SALE

Red Uprights 26" video game cabinets, elect coin mech in excl cond.	\$2,000
Red Lowboys 26" video game cabinets, NRI coin mechs excl cond.	\$1,800

PINBALLS FOR SALE

Addams Family fully recond.	\$5,000
Dirty Harry	\$3,500
Indiana Jones	\$3,500
The Flintstones	\$4,800
The Shadow	\$4,800

PARTS & PANELS FOR SALE

5x 26" Simpo wooden 4p panels	
1x 26" Simpo Simpsons 4p panels	
30x 26" Simpo 1 & 2 pl back panels complete	
5x 26" Simpo 2p red panels complete	

2x 26" Simpo metal cashbox & surround complete	
10x 26" Simpo metal cashbox lids	
2x 26" Simpo Metal NBA 4p panels	
3x 25" Upright MK 3 red panels	
3x 25" Upright 3 joystick panels	
4x 25" Lowboy 3 joystick panels	
25x 20" Chaston black panels	
8x Lethal Enforcers original guns	
10x Joysticks with button on top	
4x Steering wheels suitable for Daytona	
5x AO black perspex back light poster lightboxes	
5x A1 black perspex back light poster lightboxes	
1x Virtua Racer new steering asm complete	
8x Neo Geo 6 slot NRI coin mechs	
All open to reasonable offers	

PH MAARTEN OR ALEX 09 524-5773

FOR SALE

18x Chastronic 20" cabs with pcbs	\$5,000
1x 6' ft pool table coin op slate top	\$1,900
1x Twin Sprint (USA original)	\$1,800
1x Guantlet cabinet complete	\$800
1x Operation World	\$500
4x Sega import 20" cabinets	\$500

PH DAN 03 528-9790

PINBALLS FOR SALE

Dirty Harry	\$4,000
Flintstones	\$4,500
Johnny Mnemonic	\$6,500
Judge Dredd	\$3,300
Indy 500	\$6,500
Roadshow	\$4,500
Star Trek	\$3,750
Twilight Zone	\$3,000

PH MERV/TREV 03 477-6541

PCBS FOR SALE

Streetfighter 2	\$145
Slammaster	\$195
Crudebuster	\$95
Blademaster	\$95
Twin Eagle	\$95
Devistators	\$75
P-47	\$95
Slapfight	\$75
Robocop	\$65
Wrestlefest	\$80

PINBALLS FOR SALE

Star Trek TNG	\$4000
Terminator 2	\$1900
Getaway	\$1900
Fishtales	\$2400
Twilight Zone	\$3500
Addams Family	\$3500

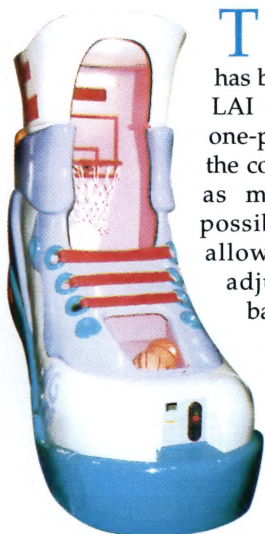
PH MARK 04 567 8757

ALL PRICES IN THIS MAGAZINE ARE GST EXCLUSIVE



GAME PREVIEWS

BIG FOOT



The Big Foot basketball game has been developed by LAI of Australia. The one-player game asks the competitor to attain as many baskets as possible in the time allowed, which is adjustable. Every basket is worth two points and high scores provide more tickets. The game options allow operators the maximum number of game options and flexibility.

VICTORY GOAL

Taito's exciting new Victory Goal amusement and redemption game is now in stock at your local agent. Players use a mallet to hit "one" of "three" soft buttons and send soccer balls passed a defender and goalie and into the net.

The highest score wins and the combination of an excellent sound system and a popular NZ game is sure to make this low cost dedicated game a consistent and "fun" piece.



THE SNOW MUST GO ON FOR NAMCO

In its new game Alpine Surfer, Namco has taken the formula for its successful Alpine Racer skiing simulator one step further.

Alpine Surfer is a dedicated snow boarding simulator. Players stand on the board and use their feet and body weight to control the board's direction as they negotiate the slopes displayed on the screen.

The game's custom-designed cabinet includes metal bars for the player to hang onto for extra stability.

Also included are impressive sound effects, a scoring system and time readouts.

The game is even more realistic than Alpine Racer and is certain to appeal to a NZ audience year after year. It is rumoured that (as is the case with Alpine Racer) a twin version will be available in the future.



TIME OUT



INTRODUCING MIDWAY'S SUPERSTAR LINE-UP!

1. Ultimate NBA HANGTIME available Nov. 1

- Updated for '96 - '97 NBA season
- Includes new draft picks on their respective teams
- Promoted with a totally new marquee

2. Create-A-Player Mode

- Players combine speed, agility and appearance of various NBA stars to create a personalized superstar - A first for a coin-op game!
- Player pays extra to create a superstar
- Save superstar on game to access later for repeat play

3. Built-In Promotion

- Trivia Contest challenges player to answer on-screen basketball question after every game
- Players have a chance to win NBA game tickets
- Urges frequent return to same machine to score enough points to enter

4. Power Up Codes

- Players can choose new superstar attributes like Unlimited Turbo, Max Strength, No Pushing and many more
- Power Up Codes displayed on screen
- Allows player to choose from various indoor and street courts
- Proven successful on other Midway games

5. New Game Improvements

- Larger memory - 4 times the power of previous memory chip
- Dipswitch for operator selectable tournament mode - straight-ahead, no Power Up play
- Improved, smoother graphics with more colors and frames of animation provide wider view of court
- Player moves: Double Dunks, Alley-Oops, Fade Aways, Jump Shots
- Funky tunes of M. Doc provide cool street feel
- New sound board with improved DCS sound system simulates atmosphere of a live NBA game

NBA HANGTIME is the most hands-on basketball game ever — players make all the moves and operators score big.



MIDWAY
Midway Manufacturing Company
A subsidiary of U.S. Industries Inc.

Now the NBA JAM design team dominates the floor again with NBA HANGTIME, the only sports game interactive on multiple levels. NBA HANGTIME is more than a game — it has a built-in promotion too! Midway has drafted five key team members that add up to a champion basketball game and even higher collections.



NBA HANG TIME

NOVEMBER UPGRADE WILL ADD ROOKIES AND KEEP GAME UP-TO-DATE WITH THE NBA

Chicago, 1996-Midway Manufacturing Company announced the latest in its series of NBA-licensed basketball video games, NBA Hang Time. The game, which was designed by the same team that produced NBA Jam and NBA Jam Tournament Edition, features 2-on-2 full court basketball action between players right off the rosters of National Basketball Association teams. Double dunks, spin moves, hook shots and an outdoor court atop a towering skyscraper are among the new gameplay options. NBA Hang Time also has expanded team rosters, new secret codes, new secret characters, an NBA trivia contest built into the game and original songs from renowned rapper M. Doc. There is even a "Create-a-Player" option, a new concept for coin-op games that allows players to customise their own character for use in the game.

"Create-a-Player is a feature that fans have been looking for in sports games," said Mark Turmell, head of the NBA Hang Time design team. "Game players have an option to enter a mode where they design their own character. They control the player's appearance and physical attributes, including height, weight, face and uniform as well as basketball skills such as shooting, passing, dunking ability and defence. Once a player is created, it can be used repeatedly in the game."

Players also are rewarded for designed their own character in Create-a-Player mode. Additional attribute points are awarded to players as they play full games with a Create-a-Player character.

Midway also announced it will be offering a low-cost upgrade to NBA Hang time in November, to coincide with the beginning of the 1996-97 NBA season. This upgrade will include 1996-97 NBA rookies, and reconcile trades made during and after the 1995-96 season and add new gameplay feature.

"One of the most difficult challenges we face in creating licensed sports games is the constant change in sports," said Sal Divita, lead artist for NBA Hang Time. "Players are traded or released, and superstar rookies enter the league. In the past, sports video games immediately became dated after one season. We are targeting this problem with a low-cost upgrade that will make the game appear brand-new to players for the next season."

Player animations have been improved

significantly from NBA Jam. The scale of the animation has been increased, so the players are larger and movement appears more realistic on the screen. The player rosters have been increased to include more than 40% of the NBA. The sound also moves to the next level through the use of the DCS Sound System and the inclusion of original songs from rapper M. Doc.

Secret codes are a big part of NBA Hang Time. A screen appears at the beginning of every game that allows players the option of entering codes to activate special features. Big heads, super dunks and an outdoor, blacktop court are a few of the special features that players will be trying to activate through the code screen. There are also a number of secret characters in the game.

Game players who are fans of the NBA will also have the option to test their knowledge of the league through the NBA Hang Time Trivia Challenge that is built into the game. Players who enter their initials and personal identification number at the beginning of a full game will see a screen with a trivia question at the end of their game. The question is selected randomly from a library of questions stored in each game. Each time a player answers a question correctly, his or her trivia total (also stored in the game's memory) will be increased by point value of the question. Any player that can answer enough questions to raise their point total to 100 within the time of the contest will become an NBA Hang Time Trivia Champion. All of the trivia champions will be entered into a drawing for a group of prizes including a trip for two to a major NBA event. Players who participate in the trivia contest also are rewarded with attribute points for their characters in the game.

Finally, players will now be challenged by the NBA Hang Time computer. After teams are selected, the computer will make a prediction on the outcome of the game based on the detailed offensive and defensive records and game summaries stored in memory. It will be up to the player to prove they have the skills and show that the computer underestimated their performance.

Income in the USA has been extremely good with weekly earnings over 3 sites averaged after 5 weeks operation at \$NZ1300 per machine per week. Stocks are expected in NZ in June with brochures and further information now available at your local agent.



TIME OUT

TIME OUT

GAME PREVIEWS

SKIMAX

Skimax is a new game in the development stages at ICE, the US novelty game manufacturer.



Due to be in production this month, it is seen here being played by ICE salesman Joe Coppola, watched by colleague Ken Lambourne.

The game is a water skiing simulator on a series of courses. The player uses a water ski moving board to stand on and control movement.

MUSCLING IN ON THE MARTIAL ARTS SCENE

Dead or Alive is Japanese company Tecmo's first game to utilise Sega's Model 2 CG board. The



game is two-player fighting piece which uses an eight-way joystick and three control buttons.

During development of the game Tecmo worked in co-operation with Japanese martial arts specialists Japan Action Group to perfect the moves of the characters.

As a result, the outstanding feature of Dead or Alive is the detailed depiction of each character's muscle movement as they do battle.

CAROUSEL

The Australian based company Leisure and Allied Industries has released the Carousel skill tests crane machine

The six-sided crane has carousel styling and musical sound effects.

The player uses buttons to control the crane to the right and forward and has to time the movement and the grab in order to pick up a plush novelty.



METAL SLUG

The latest release for the popular Neo Geo system is Metal Slug. The game - developed by SNK - is war-themed, with one or two players taking on the role of Special Forces soldiers sent behind enemy lines to rescue prisoners of war.

Metal Slug combines a horizontally scrolling shoot-em-up with a platform game and three buttons control firing, throwing grenades and jumping. Power-ups can be found when prisoners are rescued, granting players with improved weaponry or additional points.

Each level is also defended by the traditional boss character at the end of the stage. This game is now in stock.



TIME OUT

TIME OUT

GAME PREVIEWS

POINT BLANK KIT



Namco America is now offering its Point Blank gun game as a kit complete with PCB, two gun assemblies, two holsters, decals, harness, marquee, and 24-volt power supply.

Point Blank won the 1995 Best Performing Conversion Video Game award by Leisure Line. The game features an

advanced algorithm-sensing PCB which enhances the precision of each shot fired to create the most accurate hits. The .45 calibre type gun has a realistic blow-back action that delivers tactile feedback.

Point Blank is a high-action, non-violent game; targets include apples, balls, cars, piranhas, treasure chests and UFOs among other objects. Players can choose from over 50 different competitive events.

For more information, or distributor referral, contact your local agent.

TONKA TRUCK

The latest licensed kiddie ride for the US market is a Tonka Truck launched by Kiddie Rides USA and the Hasbro Toy Group.

The coin operated ride is fashioned after the mighty Tonka Dump Truck and Kiddie Rides says the child size



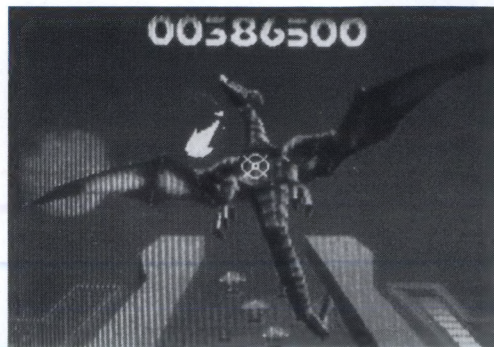
version of the toy counterpart is built for fun.

Kiddie Rides' president, Stuart Heller said: "Everyone had a Tonka truck growing up and Tonka truck growing up and Tonka has been around delighting children for more than 50 years."

MISSILE COMMAND VR

Virtuality is offering devotees another chance to play to 1980s arcade game, Missile Command but this time from inside the game, on its Virtuality Series 2000 SU and SD systems.

Players will find three guardians to destroy and three levels to defend in this space age shooting game. Missiles pour down from the sky but Virtuality has updated the game's defensive strategy with lasers and homing missiles.



WMS STRIKES DEAL WITH 3DFX

WMS Industries will be the first company to develop a coin-op game utilising California-based 3Dfx's Voodoo 3D chipset.

3Dfx has also sold its technology to Data East and Jaleco who are both currently working on next generation games. However, WMS is expected to be the first to release a game using the technology, with a title scheduled for autumn.



The availability of competitively-priced 3D graphics boards such as Voodoo and Sega's Model 2 technology is expected to create a more competitive video sector. Commenting on the deal, 3Dfx's director of development relations, Debbie Chen, said "We hope to help rejuvenate the industry and render it more software, rather than hardware driven."

DATA EAST ENTERS NEO GEO TERRITORY

Data East has launched a new video cartridge system in direct competition to SNK's Neo Geo.

The MLC, or Motherless Cassette, constitutes two half cassettes which house a motherboard and a gameboard respectively. Once the initial purchase has been made, operators retain the motherboard cassette and slot in software cartridges as and when new games are released.

The system's features include ? presentation, 32 bit technology, eight sound

channels and shadowing and rendering capability. Two cabinets can also be linked for tournament play.

The first three games available on the MLC will be Hoops '96, Skull Fang and Cosmic Avengers. The company is also developing dedicated titles for the system, with the first release, a sports game, scheduled for June.

Commenting on the launched, Raymond Safft of Data East's European distributor Tuning said: "MLC will enable operators to get 3D graphics inexpensively."

SOUL EDGE

Namco's new Soul Edge PCB game is apparently encountering hiccups in operation. The game was tested extensively in Korea prior to its launch at the AOU Show in Tokyo, yet after only a few days had been pulled from many locations according to reports from Seoul. Apparently Soul Edge 2 will soon be released.

JALECO

Yoshiaki Kanazawa, President of Jaleco, has hotly denied a report which stated that there was talk that Jaleco would be the next company to be taken over by Sega. Mr Kanazawa has stated that Jaleco Ltd is a completely independent company and has no "capital relations" with Sega. He added that the subject of a takeover has not been discussed by any party.

SUPER GT 24

Jaleco is currently working on a new dedicated called Super GT 24 due for release at JAMMA this year. The game will take a Le Mans theme and, we hear, uses replicas of Porche, Ferrari, McLaren and Honda cars. The rumour is however, that it isn't a licensed game and that this designers and developers of the game thought that no-one would notice that the cars on screen were reproductions of the real things. We would imagine that Jaleco will either change the cars or get a licence.

CRUISIN' USA

The sequel to Midway's hit game, Cruisin' USA, is said to be titled Cruisin' World and will possibly be using the Corvette full motion simulator cabinet manufactured by Italian company, Professional Games. The package will include a 50" rear projector monitor and should be released in September.

FLIP SIDE OF BOOM TIME

After a good run, pinball's silver ball is again stuck up a blind alley. So what is the industry doing to reverse its fortunes?

Over the last few years we have seen pinball go from the dizzy heights of the success achieved with games such as Addams Family (Bally) to the calmer waters of today. That being the case, the question on the lips of most operators now seems to be, "How do we increase our takings?", while manufacturers are asking, "Why the current slump in sales?"

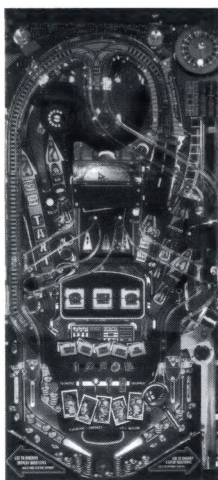
THE WRONG QUESTION

Many operators talk in terms of either/or, as in, "Which is most likely to attract the player's coin, the pinball machine or the latest video game?" But this is the wrong question and a much more proactive and profitable strategy would be: how do I persuade players to pump coins into both the pinball machine and the latest video games in a location?

In the UK for example, the National Lottery stands accused of stealing hard cash from amusement machines. But instead of standing around and whinging about the status quo, the smart operator will instead be retailing by finding new ways to attract money not previously spent in their machines. The opportunities, after all, are many and vary from encouraging the younger player to spend the cash he would normally invest in a packet of sweets on a game of pinball instead, to persuading more mature players that these machines offer better entertainment value than a copy of their favourite magazine.

On a broader scale through, anyone who has been involved in the amusement industry for any length of time will know that the pinball market is a cyclical one, running through peaks and troughs over a round four-to-five year span. By way of illustration, the manufacturers came out with Fireball (Bally) - generally acknowledged as the greatest ever electromechanical game, in 1972 - and followed this up with the introduction of solid state games five years later. Then came Black Knight (Williams) circa 1981, the classic Space Shuttle, again from the Williams stable in 1985, and then the first dot matrix game, Checkpoint (Data East) in 1991. So if this cycle runs true to form, the next major development is just around the corner.

In the last four or five years we have also seen the consolidation of game design in place of groundbreaking innovation: the demise, in real



terms, of the "must have" table. That is not to say though that each new game does not have something new to offer, and this still serves to bump operators into buying more and newer equipment in pursuit of the lure of higher value cash boxes.

Special features most commonly take the shape of digital sound, dot matrix displays shape or digital sound, dot matrix displays or, of course, the latest gizmo, and technical wizardry has an important role to play in tempting players away from their usual table in favour of playing a newer model. New features not only keep player interested in pinball a whole, but also invite them to pump more coins into the machine in a bid to master the core demands of the new playfield. What really counts however is whether a player's interest can then be sustained, resulting in a beneficial effect on the bottom line.

OLD TIMERS COME GOOD

Another factor to be taken into account is how operators can be persuaded to buy new games when some well maintained, four year old games prove equally reliable and can match the takings of the latest tables. As a case in point, Bally recently accepted the award for Addams Family as pintable of the year for the fourth time in succession. And the price of a good second-hand table has even been known to exceed the close out price of some of the new releases over the last 12 months.

So with the pinball sector hanging in a state of suspended animation, what happens next is of crucial importance to both manufacturers and operators. Over the last 10 to 15 years it has become apparent that the market is only able to sustain three major pinball stables and during the course of this period, Stern has disappeared, Bally/Midway has been taken over by Williams, and Alvin G has both come and gone.

Currently, there is much talk about the future of Sega Pinball and Premier Technology, and it is still too early to predict the future of the latest entrant to the pinball arena, Capcom. As a young company emerging at a time when pinball is in the doldrums, Capcom must be suffering similar birth pangs to those Data East went through when it was around the same age.

The signals Capcom has put out this far down the line, however, are positive ones, and with the launch of new game Breakout the company has added a new and interesting dimension to its

TOGO COASTER INSTALLED IN FUJIKYU HIGHLANDS

Fujikyū Highlands in the Yamanashi Prefecture of Japan announces a summer opening of its 259-foot-tall roller coaster created Togo International Inc in Cincinnati, Ohio. The three-minute-and-30-second ride on the continuous circuit coaster is packed

with extreme heights and deep drops, large camel-back style hills, and speeds of up to 81 mph. The park also announces a kick-off contest to name the ride. Construction will be completed in June.

TOURISM WORKING FOR AMERICA

The Tourism Works For America Council has produced a 30-second public service announcement extolling the contributions of the travel and tourism industry to the US economy. The announcement was developed in preparation for the White House Conference on Travel and Tourism, held October 1995, in Washington DC.

The announcement, entitled What Is It? Tourism ... It Works For America, highlights several facts about the industry. It generated over \$NZ613 billion in sales in the United States, it generated over \$NZ85 billion in taxes for the United States, and it is the worlds largest employer.

DIVERTIDO OPENS THE LARGEST HAUNTED MANSION IN THE WORLD

Terror has a new face at Divertido Park in Mexico City. Some 67 lives actors, from Elm Street's Freddy Krueger and Dr Hannibal Lecter to Frankenstein and Count Dracula, give life to this 30-minute nightmare. Victims walk through a dark labyrinth of 16 thrilling

sceneries equipped with sophisticated light, sound, and special effects. The 30,000 square yard haunted mansion - the largest in the world - was designed and constructed by Grupo Magico, based in Mexico City.

FREE FALLING AT GREAT AMERICA

The Drop Zone Stunt Tower has made its debut with Paramount's Great America's 20th anniversary grand opening on March 16, 1996 in Santa Clara, Calif. The 224-foot-tall free-fall ride is estimated to be the world's tallest. Riders board open-air seats and are whisked straight up, then free fall back to earth at 62 mph. Drop Zone's innovative magnetic braking system requires no electricity or conventional friction brakes to operate. Each car has strong permanent

magnets on the chassis that pass along a rail in the brake zone, which gently slow and bring each vehicle to a complete stop.

Intamin AG of Wollerau, Switzerland, and designers from Paramount Parks Design and Entertainment in Charlotte, NC., engineered, created, and manufactured the 224-foot Drop Zone for Paramount's Great America and another 174-foot Drop Zone at Paramounts Carowinds in Charlotte.

TECHNICAL UPDATE

The video game industry is witnessing a major transformation in hardware with the introduction of hard disk drives into video hardware. Along with the significant benefits provided by hard drives for storage of information comes some special handling requirements that we in the industry must keep in mind.

Following are some common questions and answers concerning hard drives:

WHAT IS A HARD DRIVE?

A hard drive is a disk drive that can store mass quantities of information. Hard disk drives have been used with computers for years as a means of storing information. Recently, video game manufacturers have started using hard drives in place of ROM chips to store game software.

WHY ARE VIDEO GAME MANUFACTURERS USING HARD DRIVES?

Hard drives allow us to make games significantly more advanced without increasing cost. One hard drive holds information equivalent to almost 500 ROM chips. In order to stay well ahead of the home market, we're making games more advanced, which requires more storage. If we included all of the additional information on ROM chips instead of a hard drive, the cost of the games would increase significantly.

IS ELECTROSTATIC DISCHARGE A CONCERN WHEN HANDLING HARD DRIVES?

Yes. Electrostatic discharge can damage a hard drive just as it could damage a ROM chip. When removed from a game, a hard drive should be kept in an antistatic bag. Don't put any other objects inside the antistatic bag with the drive, and don't attach any cables to the drive while it is still in the antistatic bag.

WHAT SORT OF HANDLING CONCERNS SHOULD YOU HAVE FOR A GAME WITH A HARD DRIVE?

Handling hard drives can be broken down into two areas: handling the hard drive itself and handling a game with a hard drive installed. The most important thing to remember about handling the game itself is that the hard drive is a moving part in the game.

You should never move the game while the power is on. You should wait 30 seconds after turning the power off before moving the game at all because the hard drive spins for a few seconds after the power is off. You should make sure that all screws (specifically the back door screws) are properly installed before moving the game.

In general, use caution when moving the game; significant contact such as dropping a game can damage the hard drive.

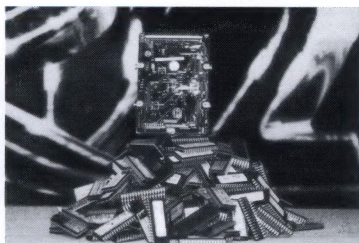
If you get into a situation where you'll need to remove the hard drive from a game, you'll need to use caution. Don't put anything on top of the drive, especially another drive. Don't drop the drive because even a drop from a few inches can damage it. When setting the drive down, don't set it on its edge.

ARE THERE ANY SPECIAL PROCEDURES FOR SHIPPING THE DRIVES?

Yes. If you are using a single pack carton, do not pack more than one drive per carton. The drive and the drive cable need to be packed in antistatic bags. It is important to use an approved shipping container. Even with an approved container do not drop or puncture the container.

WHAT ARE THE INSTALLATION PROCEDURES FOR A HARD DRIVE?

The first thing to remember about installation is that the game power must be turned off before connecting the drive. The drive plugs in directly to the CPU. You need to make sure that the drive or drive cable is correctly aligned with the CPU connector. If you force the drive to the connector when the pins aren't properly aligned, you could ruin the drive.



repertoire.

Another opinion on the market can be gained by talking to one of the more familiar names in the pinball business, WMS Industries' Roger Sharpe, whose views are grounded in solid experience.

Sharpe is a keen player of the highest calibre who has written several books on pinball and who acted as a major influencing force in overturning the law which classified pinball as a gambling device in New York. He therefore deserves credit as precipitating the changes in classification which followed in other states.

In the Eighties Sharpe joined WMS Industries as part of the marketing team and now does most of his work in the licensing area, having played a key role in securing the rights for games including Terminator, Judge Dredd and Star Trek: The Next Generation. In addition he has also been involved in designing games such as Sharpshooting from Gameplan and Williams' Baracorra.

Unsurprisingly, Sharpe puts forward the view that the future of pinball lies in games of the Addams Family ilk since players primarily want easy to understand tables and are less interested in games where there is too much to remember. He also believes there will be fewer licensed products - although these will continue to play an important part in pinballs' overall future - while his fundamental recipe for success in the months to come comprises equal amounts of back-to-basics simplicity and core entertainment value.

Currently WMS is pushing Attack from Mars, a solid game offering challenge, satisfying shots and entertainment with a hint of simplicity, but perhaps the greatest portent of the shape of things to come is the latest offering to carry the Bally name: Safecracker. This package is the brainchild of Pat Lawlor who has already given us Fun House, Earthshaker and Addams Family and is a pinball plus in that it combines a conventional pinball game, albeit in a diminished size, with a strategy game in the backbox.

The player's objective in Safecracker is to gain access to the safe and this is achieved by locking the ball on the playfield and then navigating a trail on the backglass which is similar in style to the boardgame Trivial Pursuit. En route the player has to overcome a series of obstacles such as tripping the alarm, and the reward for success is a token released from the backbox which then rolls down the playfield glass into the player's hands.

DUAL ROLES FOR TOKENS

The token issue plays a significant dual role in that firstly, the noise involved in the process fulfils the

important requirement of ensuring that people nearby are informed of the player's achievement. Meantime Larry DeMarr, head of engineering design at Williams, points out that the second plus point of this new approach to pinball lies in the opportunity for tokens to be made available in a range of designs, thereby establishing a new status for them as collectibles. There is a further possibility that pinball tokens could also in the future be used for redemption purposes.

Another current WMS game, Congo, is of historical significance in that it represents the last design to roll off the production line at 3401 North California Ave, Chicago - probably the oldest pinball production line still in operation. But Congo is also important for other reasons, more specifically since one of the objectives of the game is to spell out the word "G-R-A-Y", as in the Gray Gorilla, and one of the main issues for the design team was whether to change this spelling to the English "G-R-E-Y" for the European market.

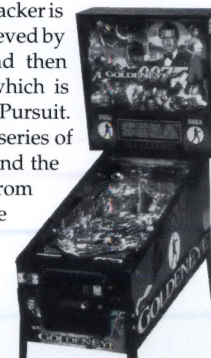
SECOND CHANCE FOR PLAYERS

As for GoldenEye itself, apart from amusing animation in the dot matrix display, the most notable features on this table are an oscillating satellite dish and a magnet that makes it possible for players to experience a Lazarus ball. This is the term that pinball aficionados use to describe the return on an apparently lost ball will not immediately disappear out of play.

In conclusion, there are clear signs that, from the manufacturing side at least, consideration is being given to how the market can be grown. In this respect it is table design that represents the key to attracting new and lapsed players alike, and in the drive to revive the sector manufacturers are adopting a variety of approaches. These range from the back to basics themes evident in tables such as Capcom's Breakout and Bally's Attack from Mars, the WMS Industries' efforts to push back the traditional boundaries of pinball with token pins like Safecracker.

As for the operators, there remains plenty they can do to safeguard the future of pinball including keeping a more careful eye on their own machines. In too many cases and in too many locations, pinballs are malfunctioning, and if tables fail to work 100 per cent then players will simply spend their money elsewhere. It is a fact that pinball machines require more maintenance than your average coin-op piece, but they also have the capacity to repay such investment handsomely and offer a longer lifespan into the bargain.

The players are already asking the questions. It is up to the manufacturers and operators to provide the answers.





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WHY YOU SHOULD BE THERE

Coin Cascade Ltd, Quantum Leisure, Time Out Leisure, Magenta Coin, Auckland Coin and Spactect Coin will be combining to display a number of new and innovative amusement products. Take the opportunity to visit our stand at this excellent venue and to see what the future will offer.

IN BRIEF ...

Australia ... The venue and programme has now been finalised for the AMOAG International Convention in Australia. The show will take place November 5-9; expanded this year to five days instead of the usual four.

BRAZIL

It was reported in the national press in Brazil in March that over \$NZ6 billion is to be invested in the development of thousands of FECs in shopping malls throughout Brazil.

Currently there are 500 hundred major shopping malls open there and this number is increasing at the rate of three per month. Each shopping mall includes major family entertainment centres as an integral part of the complex.

AUSTRALIA

Hoyts Corporation of Melbourne, Australia, and Iwerks Entertainment of the US have agreed to a joint venture for

the initial development of up to 10 Iwerks TurboRide attractions as part of the Hoyts International exhibition circuit.

The first installation will be located in the redevelopment of the Highpoint cinema complex in Melbourne.

MALAYSIA

Construction is due to begin this month of a 4.5 million square feet retail and entertainment complex in Malaysia.

Planned to open in September, 1998, the project will be completed in five phases.

TAIWAN

Work has begun on a 490-acre leisure complex in Taichung, Taiwan.

Expected to be completed in three or four years' time, the attraction will be the biggest of its type in the country.

A mix of leisure facilities and hotels, the project will be named either Yueh Mei Recreation World or Luna Topia.



THE FIRST 3D FIGHTER FROM THE COMPANY THAT BROUGHT YOU MORTAL KOMBAT

GAME BACKGROUND

War Gods is destined to become yet another undeniable classic

Billions of years ago, an alien soldier was transporting his civilization's life giving ore. The creation of the solar system caused his ship to crash, scattering the ore throughout the newly formed earth. Over time, ten humans came in contact with the ore; they were transformed into super-evolved warriors. These are the War Gods! They battle for each other's ore to determine the fate of the earth.

THE GAME

War Gods is a fast and furious fighting game in true 3D

- 2 player game
- 10 selectable and 2 hidden characters
- 8 three dimensional backgrounds
- 50+ basic moves for each character
- 10 special moves for each character including but not limited to:
 - projectiles
 - throws
 - charges
 - grappling
 - spells of containment
- Fatalities for each character
- Multi-level moves/combinations (ie with the right combination of joystick/button codes, an aggressive attack can be prolonged)
- Both automatic and triggered combination sequences
- Secret codes
 - independent codes that affect your player

and game play only (eg alters chosen characters appearance)

- cooperative codes in which both players agree to put in codes to effect the total game play (eg turn off the throw feature)
- Players have the ability to walk and dodge or "hide" behind objects
- 3D teleporting, quick transporting character in any direction

3D FEATURES

- Real 3D fighting
This is the first truly player controlled three dimensional fighting game. The player controls the three dimensional ability of his character by the first ever 3D button. To move, fight and duck in 3D, press the button.

AWESOME GRAPHICS

- Using a medium resolution monitor that provides crisp colours
- Midway's real 3D Digital Skin technology, provides realistic life like images
- Wild, exciting backgrounds created by Midway's Reality Map Surfacing technique

TRUE STEREO

- This game takes full advantage of Midway's new DCS Sound System
- Real stereo enhancing the realism of sound effects and adding to the mood setting game music

TECHNICAL

- Same hard drive type as used in KI1 with same tamper resistant packaging
- Dip switch setting to take out blood
Midway's War Gods takes fighting games to the outer limits by adding an extra dimension.
War Gods adds the third dimension to your cash box!
Look for stock at your local agent in June/July.

COPING WITH ANGRY CUSTOMERS

Follow these tips to handle an upset customer:
Ask the customer to talk slower - if he or she is yelling. Reason: A fast rate of speech is often accompanied by a louder voice. When yelling customers slow down their speech, their voice level will also go down. Repeat this request as many times as necessary.
Add that you intend to help. Say: "Please speak more slowly. I can help you better if I fully understand the situation."

- Recognise that a problem does exist. Restate the customer's view of what the problem is.
- Show concern for the customer's feelings. Say: "I can understand why that would upset you. I'm sorry you feel that way."
- Ask what the customer would like you to do to solve the problem. Reason: You'll shift the customer's focus from anger to problem solving - and you'll discover ways to negotiate a solution. Also: Provide alternatives if the request cannot be met.



DESIGNING THE FUTURE

In previous articles in this study of FECs we have looked at the definition of an FEC and the commercial and economical viability which was tackled during last month's column entitled the feasibility study.

This time we will be moving onto the design features of a centre including choices such as location, size and market sector.

There is no correct formula for an FEC and there are obviously hundreds of failed and successful FEC operators ranging from the small time investors to franchised multinational ventures such as Disney.

Probably the best source of information can be gained by looking at the failures as well as the successes as they can be analysed to see the precise mechanism for collapse - for example, the over expenditure, the under marketing and the badly conceived reinvestment.

Failures are unfortunately common place for a variety of reasons including poor location, insufficient funding, competition or lack of experience.

The ingredients which make up an FEC should always be considered when thinking about a new venture. But what is the best mix? Probably one of the best ways to describe an FEC is to say that it fits into the niches between coin op arcades, theme parks and maybe even casinos.

With that in mind it is the following activities which are considered the basic component groups (products) needed for a site:

- Coin op - these are with and/or without redemption, bearing in mind different national and regional laws.
- Structured play - soft and structured/contained apparatus.
- Physical skills - ten pin bowling, skating, go-karts and pool,
- Thrill rides - from virtual reality to large rides - size will obviously rule out certain rides.
- Refreshment - snacks and restaurants.
- Retail - from souvenir T-shirts and hats

to snooker cues and leisure magazines.

For a facility to qualify for the coveted title of an FEC maybe it should be graded like the hotel star rating system. If you want to look at star ratings,

consider the categories required for an FEC when looking at a development such as the size, age groups covered, categories of entertainment and education, refreshment facilities, theming and concept, qualification and training of staff, accent of safety, location and disabled facilities.

An FEC development will require constant attention to remain popular and profitable even though owners will be unable to foresee any future changes when first designing the site. But they should bear in mind that they can, with initial planning of the overall building and site, help alleviate having to rip out expensive fittings and furnishings later in the day, so that yesterday's attraction can be soon interchanged for tomorrow's FEC.

To summarise, the FEC business is continuing to grow. It fits a unique niche created by all its sister entertainment groups. They address today's community tastes and have the ability to adapt to change - least of all because they need to survive.

The operator needs to establish a good design which is not necessarily based upon personal wishes, but move with the market forces. Through wise purchasing of the individual components from established and professional suppliers the FEC operator can continue to gain valuable advice for updates.

It is the FEC owner's responsibility to stay in business and to do this requires judicious design and management to sustain an environment where families can build fun and be encouraged to spread the word and return.



GAMES "CONTROL PAIN"

A research project in the United States has found that playing computer games helps control pain felt by injured and terminally ill children.

The program conducted by the California based Starbright Foundation, has found children with access to on-demand painkilling drugs used substantially fewer painkillers during and after the gaming sessions.

These successful findings about "entertainment therapy" have led to the establishment of a collaborative alliance of technology, entertainment and communications companies to set up an interactive 3D gaming environment called Starbright World.

Children who have taken part in the Starbright project enthusiastically endorse the effectiveness of "entertainment therapy", even before "playing" in the 3D world became available.

"Watching the movie makes me calm and then my leg doesn't hurt as much," said one 14-year old.

"The medicine makes my head dizzy, I'd rather play the Nintendo instead, it works just as good," said another, aged 16.

The early phase of the "entertainment therapy" project involved hospitalised children having access to the Starbright Express Room, where they could watch video movies of their choice or play on computer gaming stations.

Bedridden children were given access to entertainment equipment on a Starbright Express "trolley" that could be wheeled to the bedside.

This early success has led to the development of Starbright World, a ground-breaking technical innovation that involves computer networking company UB Networks, phone company Sprint and microprocessor manufacturer Intel Corporation.

Starbright World is described as a "virtual playspace" to which children can gain access through high powered computer terminals set up at four hospitals throughout the US and connected by a high-speed communications network.

Each child enters Starbright World as an "avatar" - an animated icon - which allows them to adopt a persona of their choice. Children are able to navigate Starbright's three dimensional world, collaboratively play interactive games, type messages to each other or just explore.

Each "avatar" can interact with the avatar of another child in Starbright World, enabling them to play with each other in groups, having experiences they might be deprived of in the sterile environment of a hospital ward.

Through playing in the virtual world of Starbright, where the children's avatars can run, jump and even fly, the children become less conscious of the pain in their real bodies.

Records indicate that painkilling drug consumption is reduced by as much as half during the experience of playing in the virtual world - and even after playing the Starbright games, kids request less painkillers.

Chairman of the Starbright Foundation, Oscar-winning filmmaker Steven Spielberg, said Starbright World could give kids access to experiences that they might otherwise be denied.

"We can give them playspace, just like a park or playground, in which they can interact with on another unencumbered by their physical limitations," he said.

"Not only do they get the chance to communicate with their peers, but these distractive interventions have significant therapeutic value.

"The kids will get the opportunity to come out of the isolated and often debilitating world of hospitals, therapy, pain and medicine to play, create, imagine and grow in ways that are not only the privilege but the right of every child."

"This is not just fancy playtime", said Dr Jack Rowe, president of the Mount Sinai Hospital in New York, one of the four hospitals involved in Starbright World.

"We have reason to expect it will hasten recovery, increase wellbeing, shorten length of stay in hospital and decrease the amount of pain medication."



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I ♥ NY
SEGA

GUNBLADE
Special Air Assault Force

NY

The **Big Apple** has been taken over by hard core armored android soldiers. The situation has come to a deadlock and time is running out. **The U.S. military is paralyzed. Any action they take will jeopardize the general public.** The federal government decided to bring on the new SAAF (Special Air Attack Force) monster armed attack helicopter called "Gun Blade". **Strap yourself in for one insane ride - "Operation Apple Storm" is underway!**

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

"DOWNUNDER" BOXLAUNCHED

A new juke box from Australia was launched at the ACME show in Orlando in March.

Muzicom Audio Systems Pty of Australia showed its Muzicom, a fully computerised alternative to conventional juke boxes, using no records, compact discs or laser discs. Music is stored digitally track by track using state of the art computer technology enabling instant play with no delay between tracks waiting for the next CD to be retrieved.

The manufacturers feel that the advantages to operators achieved by never having to buy another CD nor insert another title strip will be irresistible. "It means a juke box with only popular music and no fillers,"



said a representative of the company. "It means a jukebox with at least 500 of the most popular tracks available and continually updated and a box in which the customers can search by artist, music style or decade. It also means that there is no time delay between tracks and that a location can run different music in different parts of a venue at the same time."

The management systems in the unit will show popularity of each track, income of each track and total

income on a daily, weekly or monthly basis. All of that information is accessible from remote locations.

Muzicom is location in Victoria, Australia.

ROWE GOES FOR NEW LIVERY

Rowe International has launched its new Laserstar Venus juke box in two colours.

Available in red or gold, the box contains a new title display designed to merchandise music with 12 full-sized CD jackets displayed next to the title strips and highlighted by halo lighting.

The motor-driven pages flip vertically for easier reading and will accommodate up to 100 CD albums and strips. In the attract mode the pages flip automatically.

The unit has Autoplay during which

it automatically plays a random or preselected track at specific time intervals.

The box can be integrated with the Rowe Wallette units for remote selection.

It has an optional remote control for selection, volume and reject and an optional printer kit for full MIS reports including cash totals, selection frequency of each track and album and the condition of every disc. Rowe has also launched a range of boxes in themed livery from colleges all over the US. They are aimed at locations within reach of colleges.



SMILIN' SAMs

The first of 20 Smilin' Sams adult entertainment centres planned for the UK opened in Nottingham in April under the banner of Allied Kunick, a joint venture between Kunick (49 per cent) and pub retailer Allied Domecq (51 per cent).

Industry guests mixed with civic and sporting dignitaries as "big kids" played pool, basketball and bowling in the new centre themed on the Deep South. Cajun food was served in the restaurant and the bar was packed with revellers absorbing the New Orleans' ambience while watching English soccer on a video wall.

Visitors buy tokens to play the games, which include top of the range major simulators and a Namco Galaxian six-seater space unit.

There is a huge redemption area with up-market prize counter and a themed restaurant.

The Nottingham site has taken five years to create from concept to opening and is the brainchild of Kunick's Russell Smith and Colin Daniels who believe they have found a gap in the market. Smilin' Sams will target adult groups and will market such events as staff and birthday parties. The next centre is due to open in Liverpool this month followed by a third in Hertfordshire.

WHIMSY

Major Asia-based company, Whimsy, which has 50 FECs across the Far East, has opened its first site in the US. Stockton, California's new amusement park covers 9,000 sq. ft. in the city's Sherwood Mall and features a carousel, redemption, kiddie rides and non-violent video games.

Whimsy's development throughout

the US is being headed by Trans-America Entertainment, San Francisco. Whimsy plans a further four sites in California and four in the Pacific Northwest.

CHAMELEON

Around \$NZ4.5 million is thought to be the bill for a new virtual reality entertainment installation being built into an as-yet-unnamed Las Vegas casino by US VR manufacturer Chameleon. It specialises in separate "pods" for players to sit in. Ten of them are thought to be going into the project.



CAPCOM

Capcom Co. Ltd. Japan announced final forecasts for the fiscal year ended March 1996 amid speculation that Capcom's Kenzo Tsujimoto has been in exploratory talks with Sega Chief Hayao Nakayami re a full or partial Sega takeover of Capcom. No confirmation of such talks is forthcoming, however, from either Sega or Capcom. Capcom's domestic profits look strong in the forecasts but net income throughout the company was expected to fall due to projected losses of around \$NZ11 million incurred by Capcom USA. Good for Capcom however, is that its latest pinballs and video are believed to be strong.

Our understanding is that quite apart from the possible mainline deal between Sega and Capcom in Japan, there is the alternative of a separate deal at American level on the pinball companies. Sega was apparently due to decide on May 19 whether its Sega Pinball division would bid for Capcom Pinball. This would shake out the pinball business back into just three main groupings, Williams/Bally, Sega/Capcom, and Premier/Gottlieb.

MANAGEMENT REVIEW

MANAGING A SMALL BUSINESS THE KEYS TO SUCCESS SKILLS

Research suggests that managers have to have three basic skills to successfully perform the above mentioned management functions. These skills are:

1. Human relations skills - the ability to deal with people, interpersonal skills and communication skills. Humans relations skills have to be developed as in business you are constantly dealing with people. This includes customers, staff, suppliers and your professional advisers.

Your ability to function in business is dependent on your ability to communicate adequately with these people.

For example, if you aren't able to communicate with your staff, this can lead to a great deal of friction and conflict and may eventually lead to strikes and in some instances even court cases - both of which cost the business money, resources and time.

2. Technical skills - the ability to understand the technological aspects of your business and the industry in which you operate.

The nature of business is continually changing. What was effective yesterday as a product may no longer be effective any more.

3. Conceptual skills - the ability to conceptualise.

This is the ability to see the business in a single glance. It is the ability to understand how your business relates to other business in your industry sector and on a wider, global scale.

It is the ability to sit back and look objectively at how your business is operating.

It is the one factor which will dictate your success in business. It is your ability to understand how your business functions, what is going wrong with it, and what to do to make sure that it operates properly. It also will make you more aware of your competition.

For a small business to succeed it is essential for the small business manager to have all three skills.

PROBLEMS

1. Up to 70 percent of businesses which start this year will have ceased trading in four years' time.

2. Individually, small businesses have very little control, if any, or influence on their industry sector.

3. They are almost totally dependent on one or two people who make the majority of their business decisions, and therefore high stress levels can occur among small business operators.

4. They are generally stereotyped by financiers as being high-risk.

5. They have no collective voice or overall representation.

FAILURE

What causes business failure? The basic cause of business failure is incompetence. Arthur young identified five areas of management short comings

that may lead to business failure.

1. The inability to co-ordinate the activities of people and get the best out of them.

2. Failure to provide an adequate financial system. Results from an Australian study showed there was a 79.7 percent survival rate among firms that had monthly accounting records compared to 36 percent survival rate among firms that had annual accounting records.

3. Failure to plan.

4. Failure to respond to change.

5. Failure to recognise the value of young people. (line missing) books has the skills and the resources to provide regular, timely and accurate information. Your accountant can help set a system up or conversely you can use a book keeping service. These services are not only cost effective but can be extremely valuable and take a lot of pressure off the business operator.

SUCCESS

Some of the key success factors in business are:

1. Marketing: The key is not supplying what you want to supply but finding out what is in demand in the market place. Unfortunately in today's environment businesses which require a low skill element to operate are generally those that experience the greatest competition. This is also apparent from reading the businesses-for-sale columns.

2. Management capability: The second success factor is the manager's ability - he or she must have some knowledge of how to handle money, machines, people and materials. In addition, a knowledge of the industrial sector is important otherwise the manager will be at a disadvantage.

3. Adequate capital: Capital is the amount of money the owner has invested in the business. The greater the amount of capital the greater the chance of success. Generally the local ratios are about 1:1. Credit is the length of time the business has to pay the bills. When first starting out it can be difficult to get credit from suppliers. It is also important to be able to ask for extended credit in times of poor cashflow.

4. Modern business methods: Business is always changing. Technology always moves forward. The business operator must take time out to keep abreast of these changes.

The key to a successful small business is the operator.

1. Technical competence.

2. Mental ability.

3. Human relations skills: You will be dealing with people on a daily basis. Understanding the basics of communication and motivation is required.

4. High achievement drive - three key factors:

a) personal responsibility

b) moderate risk-takers; high achievers do not take risks, they minimise their exposure to risk

c) concrete feedback.

PUBLIC RELATIONS IN THE AMUSEMENT INDUSTRY

Public relations means literally, your relationship with the public. The public's perception of your business is to a large extent, up to you the operator/owner/manager and your staff.

Your local newspaper can go a long way towards helping you to improve your relationship with the public and heighten awareness of your operation.

But before we look at how to utilise your local papers for your advantage, let's explore the differences between advertising, promotions and public relations.

ADVERTISING

This form of communication is the one you are probably most familiar with.

We pay for the advertising space used and write the message we want to convey in that space. We have full control over what is said about us.

PROMOTION

Promotions are activities that require some kind of involvement from our customers. Whether they come in to redeem free game vouchers, fill in an entry form to try to win a prize, or compete in a competition of some sort, they are all responding to a promotion.

We pay for the cost of running the promotion (sponsors can go a long way to keeping these costs to a minimum), and we control the nature of the promotion.

PUBLIC RELATIONS

Also known as "Publicity", this form of communication differs in a

number of ways from advertising and promotion. Firstly, we don't pay for publicity. This is certainly the upside. The downside is that we have little or no control over what is said about us. Obtaining publicity, particularly when talking to the press, must be handled with extreme care.

It's worth remembering that it takes a hundred good stories to undo the damage done by one bad story.

WHAT IS "NEWS"

The key to getting your name in the paper is having something newsworthy to say.

There is often a fine line between "news" and "hard sell". For example, the fact that we have some of the latest games in our operation is not news. The fact that one particular game is the most popular game ever in New Zealand is news.

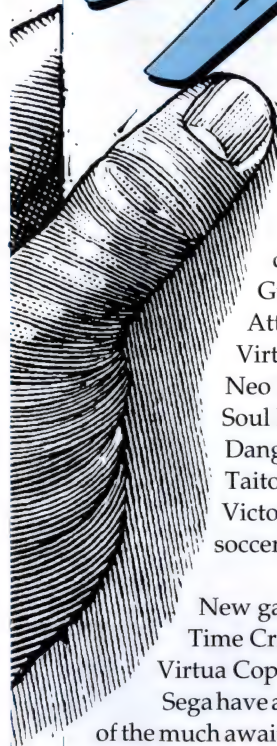
Recent publicity regarding "Alpine Racer" was brought about because of its popularity and by virtue of its uniqueness.

Potential news can also be found in fundraising activities conducted by your organisation, visits by sports stars or celebrities, even the arrival of new technology to your operation. In fact, "news" is anything out of the ordinary. It must be something that doesn't obviously try to sell a product, but rather announces a worthwhile cause or contributes to the consumers' knowledge of a subject.

Opportunities will often present themselves when you least expect them, so always be on the lookout for that "newsworthy" story that will get you in the press. By Logan Paul



New Zealand News



In May we will release the following products
 Lucky Carnival - dedicated cannon game
 Gun Blade - dedicated
 Attack From Mars - pinball
 Virtua Cop 2 - upright version
 Neo Geo Metal Slug
 Soul Edge 2
 Dangerous Curves - dedicated
 Taito unit
 Victory Goal - new redemption soccer game

New games available ex stock
 Time Crisis
 Virtua Cop 2 50"

Sega have announced that the release of the much awaited game Virtual Fighter 3 will now be in September. This game uses the new CG3 system and has to be seen to be believed. Customers wishing to buy this unit on first delivery are advised to confirm orders NOW.

AUCKLAND

The latest TimeOut Funzone in Auckland opened its doors unofficially to the public of Pakuranga and the Eastern suburbs

of Auckland on Friday 10 May. TimeOut Galleria hosts a variety of the latest games including a 50" Virtua Cop 2, 60" Alpine Racer, Quad link Sega Rally and Quad link Daytona. Response to the opening has been encouraging and it is hoped that the centre will set a new improved standard for arcades in the area.

Outer Limits is the new amusement centre opened recently in Papakura, South Auckland. Outer Limits Les Cole has provided a wide range of amusements including Driving Simulators, Video Games, Pinballs, Air Hockey and Pool Tables. The centre has attracted a lot of local attention with initial reports indicating a successful future.

Laser Strike in Takanini is currently undergoing a facelift. Patrons will be pleased to know proprietor John Ahn has been adding to his games selection with the likes of a 50" Drug Wars



New Zealand News

manufactured by American Laser Games and a dedicated Killer Instinct 2.

Nice to see Maarten at Auckland Coin can manage to catch a large Marlin despite the fact his new boats engine decided to blow out on the trip.

Sorry to hear that Rodger Newman recently had his favourite vehicle stolen with a number of business documents inside. At print time the car was still not recovered.

Darrell and Ray from Time Out Leisure have just returned from a trip to Japan & Australia. For many years they have provided accommodation for Japanese students during their study in NZ and the offer to attend one of their students weddings was too good to pass up. Apparently it was a very interesting wedding & a real experience.

HAMILTON

Welcome to new operator Mark Roberts who has recently bought out Bay of

Plenty Amusements.

Welcome to new operators Roy Townhill and Peter Crawford who have recently decided that operating top equipment in hotels is the best way to get involved in our industry.

WELLINGTON

Congratulations to Steve McDade and Edger Munro on the opening of their first arcade in Masterton. The guys from Red & Black services tell me that they are really happy to finally get their arcade open. The name of this arcade really suits Masterton (Pastimez Arcade) situated on Jackson Street. Speaking to Steve - things seemed to go off alright apart from having to get half of their uprights straight from the Flyway's Depot in Wellington the night before the arcade opened. We wish them heaps of luck and hope their arcade passes a lot of time while being there.



NZ EMPLOYMENT CONTRACTS ACT

Let us be quite clear. The Employment Contracts Act is an outstanding success. The evidence of its benefits to New Zealand and New Zealanders is overwhelming.

Only a minority of closed-minded protectionists want to take us back to the days of productivity reducing work practices, high unemployment, destructive union versus union demarcation disputes, soaring inflation-inducing wage boosts, and legal strikes over government policies not related to the firms employing the strikers.

But those few obstinate people do sound persuasive and have influence. They speak with the authority of parliament, the universities and the union movement and they sound as if they know what they're on about.

Well their message is simply wrong. New Zealanders approve of the Employment Contracts Act and the changes it has brought.

They approve of the growing workplace relationships between employers and employees, they approve of the new jobs, the new skills, the progress of individuals and of their country.

Beyond our own workplace experiences, we now know of the approval and success from two independent research studies. In the first study, the MRL Research Group surveyed 1,000 New Zealanders and found that most people believe we are all far better off now than under the old system.

The vast majority of workers like their jobs, are satisfied with their employer and want to negotiate their own terms and conditions of employment.

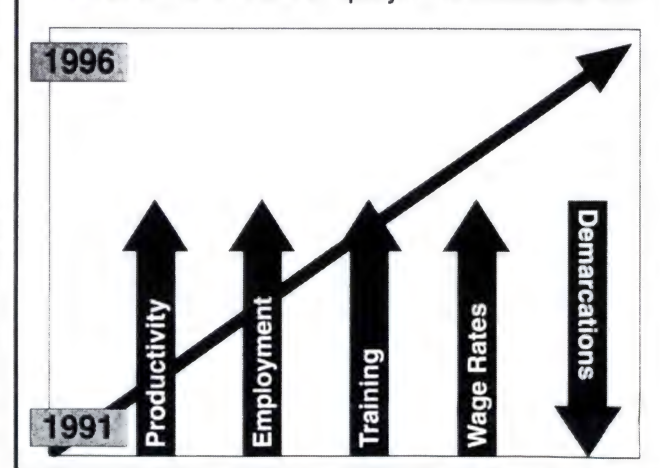
Now the second study, conducted by the New Zealand Institute of Economic Research, has found the experience of businesses reflects the views of ordinary New Zealanders.

In this document the NZIER will tell you of Employment Contracts Act outcomes such as greater productivity, increased employment, fewer demarcation disputes, increased wages, more training and so on. These are independent findings, uncoloured by bias, giving a true picture of the reality of today's workplaces.

Let us hope the findings show we have learnt our lesson. By 1984 New Zealand had plunged the depths. The country was technically insolvent. Change was necessary and a number of changes since then are responsible for New Zealand's improving prosperity, chief among them the ECA.

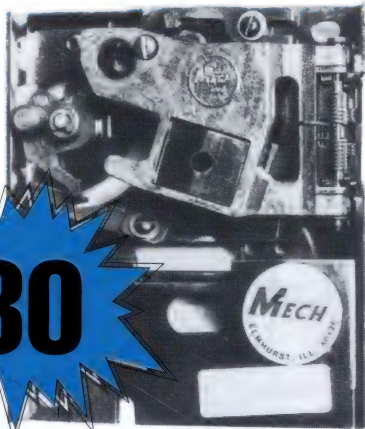
This is not the time for people to be discussing the repeal of one of the chief planks of our success. It is the time to recognise and to celebrate our achievements and to continue making progress.

New Zealand and the Employment Contracts Act



SPECIALS

**SERIES 100
\$2 COIN MECH**



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TEFLON BALLS

**VERY TOUGH FOR
DEEMPTION GAMES**



EACH

**BALL POPPER
ARMATURE**



EACH

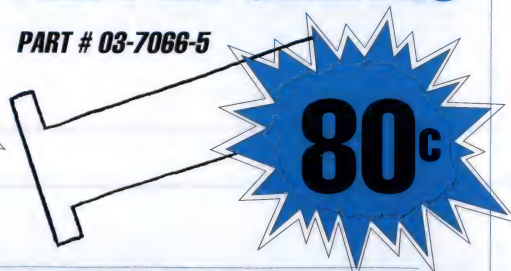
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**SOLENOID
FLIPPER SLEEVES**

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**SPECIALS VALID UNTIL 10TH OF JULY, OR WHILE STOCKS LAST.
ALL PRICES IN THIS MAGAZINE ARE EXCLUSIVE OF GST**

Well Zealand News

Welcome back to Paul Jones of Bay Games Napier, who's just had a whole month soaking up the sun in the Philippines. He should be well rested by now and keen to get back into the swing of things, hope you had a good time Paul.

Rumour has it that Antron Amusements are looking at expanding their arcade and almost doubling its size making it one of the largest arcades in central Wellington.

Yifans are poised to open a new centre in a new mall in the wharf area. This new mall supports and very busy bar and is becoming more popular.

CHRISTCHURCH

Nice to hear from Kelvyn Coffey again who is still very much involved in the industry despite the fact that his real estate business seems to be taking up most of his time these days.

Gay has spent a lot of time recently changing a number of skilltesters over

to work with watches. A new base and shelving and a new percentaging system is involved as well as being sure you use a good quality watch but the end result is certainly worth the effort in the cash box.

The manager of the Panmure Entertainment Centre, Doug Beeching has moved to Christchurch and leased the largest 10 pin bowling centre here. With winter a normally good period and with Doug's expert knowledge in this field things should really start to work.

DUNEDIN

Video Tec have just imported a new shipment of their very popular Kiddie Rides. These new rides are interactive and apparently have produced some very good earnings in a range of new locations. Due to their new endeavours a new workshop has had to be leased with a lot more space.



SUPER HIGH TECH GAME
NEO-GEO

ANYONE IN THE BUSINESS WHO DOESN'T
KNOW "NEO-GEO" JUST ISN'T IN BUSINESS



WE GUARANTEE

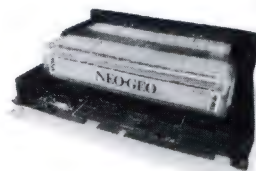
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MORE PROFIT!

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SINGLE SLOT KITS NOW ONLY

\$880 +GST EACH

(LOOM & MYLAR INCLUDED)



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DIMENSION (L · W · H)
190 · 250 · 86
SPECIFICATION
JAMMA CONVERTIBLE
POWER
· 5V 2A OR MORE
· 12V 1A OR MORE

The Future Is Now
SNK

RTS

JAPANESE GAME MACHINE

CONVERSION GAMES

1. Capcom "SF Alpha 2"
2. Sega "Virtua Fighter 2"
3. Sega "Virtua Fighter Kids"
4. Sega "Virtua Fighter 2"
5. D.East "Magical Drop 2"
6. Namco "Tekken 2"
7. Konami "Run & Gun 2"
8. Konami "Sexy Parodius"
9. Sega "Virtua Striker"
10. Vid.System "Mahjong ..."

DEDICATED GAMES

1. Namco "Time Crisis"
2. Sega "Virtual On"
3. Namco "Alpine Racer"
4. Sega "Virtua Cop 2"
5. Namco "Ace Driver"
6. Namco "Rave Racer"
7. Namco "Dirt Dash"
8. Sega "Daytona USA"
9. Sega "Manx TT"
10. Sega "Rally Championship"

PINBALLS

1. Sega "Batman Forever"
2. D.East "Jurassic Park"
3. D.East "Frankenstein"
4. D.East "Lethal Weapon 3"
5. Midway "Addams Family"



AMERICAN TOP 60 VIDEO & PINBALL

- | | |
|---------------------------------------|----------------------------------|
| 1. Namco "Soul Edge" | 31. TWi "Cops" |
| 2. Namco "Alpine Racer" | 32. Fabtek "Viper Phase 1" |
| 3. Sega "Daytona USA" | 33. Williams "Jack Bot" |
| 4. Midway "Cruisin' USA" | 34. Williams "Star Trek TNG" |
| 5. TWi "Area 51" | 35. Midway "Mortal Kombat 3" |
| 6. Sega "Virtua Cop 2" | 36. Bally "World Cup Soccer" |
| 7. Sega "Sega Rally" | 37. Sega "Fighting Vipers" |
| 8. Midway "Killer Instinct 2" | 38. Namco "Tekken" |
| 9. Namco "Tekken 2" | 39. Midway "Open Ice" |
| 10. Micro "Magical Touch" | 40. Williams "Roadshow" |
| 11. Namco "Cyber Cycle" | 41. McO "Aero Fighters 2" |
| 12. Merit "Megatouch" | 42. Konami "Lethal Enforcers 2" |
| 13. Capcom "Marvel Super Heroes" | 43. Williams "Flintstones" |
| 14. Midway "MK3 Ultimate" | 44. Taito "Bust-a-Move" |
| 15. Dynamo "Solitaire Challenge" | 45. Konami "Lethal Enforcers" |
| 16. Namco "Lucky & Wild" | 46. Namco "Suzuka 8 Hours" |
| 17. Incred.Tech. "Golden Tee 3D Gold" | 47. Fabtek "Raiden 2" |
| 18. Bally "Addams Family" | 48. Williams "Demolition Man" |
| 19. Bally "Theatre of Magic" | 49. SNK "Super Sidekicks 3" |
| 20. Sega "Virtua Cop" | 50. Bally "Indianapolis 500" |
| 21. Sega "Outrunners" | 51. Capcom "Pinball Magic" |
| 22. Sega "Indy 500" | 52. Dynamo "Solitaire Challenge" |
| 23. Kaneko "Gal's Panic 2" | 53. Am.Sammy "Zombie Raid" |
| 24. Sega "Virtua Fighter 2" | 54. Williams "No Fear" |
| 25. Namco "Point Blank" | 55. Sega "Virtua Fighter" |
| 26. Sega "Apollo 13" | 56. SNK "Samurai Shodown 3" |
| 27. Bally "Who Dunnit" | 57. Sega "Batman Forever" |
| 28. Namco "Ridge Racer 2" | 58. Am.Laser "Fast Draw" |
| 29. Namco "Suzuka 8 Hours 2" | 59. Taito "Bust-a-Move Again" |
| 30. Midway "Killer Instinct" | 60. Fabtek "Raiden DX" |

TIME OUT

TIME OUT

CHA

TIME OUT NEW ZEALAND

CONVERSION GAMES

1. Capcom "SF Alpha 2"
2. Namco "Tekken 2"
3. Midway "Killer Instinct 2"
4. Capcom "D&D"
5. Sega "Fighting Vipers"
6. Namco "Soul Edge"
7. Sega "Virtua Fighter 2"
8. Capcom "SF Alpha"
9. Taito "Puzzle Bobble 2"
10. Capcom "Marvel Super Hero"

DEDICATED GAMES

1. Sega "Virtua Cop 2"
2. Sega "Sega Rally"
3. Namco "Alpine Racer"
4. Sega "Manx TT"
5. Sega "Daytona"
6. Namco "Cyber Cycles"
7. Namco "Time Crisis"
8. Namco "Ace Driver"
9. Midway "Cruisin' USA"
10. Atari "T-Mek"

PINBALLS

1. Bally "Theatre of Magic"
2. Sega "Apollo 13"
3. Sega "Batman"
4. Williams "Johnny Mnemonic"
5. Gottlieb "Mario Andretti"



TIMEZONE

CONVERSION GAMES

1. Namco "Point Blank"
2. Capcom "Street Fighter Zero 2"
3. Midway "Killer Instinct 2"
4. Sega "Virtua Striker"
5. Capcom "Dungeons & Dragons 2"
6. Sega "Virtua Fighter Kids"
7. Namco "Soul Edge"
8. Namco "Tekken II"
9. Midway "Ultimate Mortal Kombat 3"
10. SNK "Turf Master"

DEDICATED GAMES

1. Namco "Time Crisis"
2. Sega "Virtual On"
3. Sega "Manx TT 50" DX"
4. Namco "Alpine Racer"
5. Sega "Virtua Cop 2 DX"
6. Konami "Crypt Killer"
7. Sega "Rally Championship Twin"
8. Sega "Daytona USA Twin"
9. Sega "Fighting Vipers"
10. Jaleco "PK Soccer"

PINBALLS

1. Bally "Attack From Mars"
2. Williams "Johnny Mnemonic"
3. Williams "Congo"
4. Bally "Who Dunnit"
5. Bally "Indy 500"
6. Bally "Theatre of Magic"
7. Bally "No Fear"
8. Williams "Jackbot"
9. Williams "Dirty Harry"
10. Sega "Baywatch"

PRIZE REDEMPTION

1. Jaleco "Spider Stompin"
2. LAI "Tickee Tickets"
3. ICE "Cyclone"
4. LAI "Mouse Attack"
5. Namco "Whac-A-Croc"



PLAYMETER

DEDICATED GAMES

	LONGEVITY POINTS
1. Midway "Cruisin' USA"	1049
2. Sega "Daytona USA"	1186
3. Atari "Area 51"	276
4. Namco "Alpine Racer"	291
5. Namco "Time Crisis"	53
6. Midway "Killer Instinct 2"	104
7. Sega "Indy 500 Twin"	48
8. Sega "Virtua Cop 2"	254
9. Sega "Sega Rally"	288
10. Namco "Suzuka 8 Hours 2"	1160

CONVERSION GAMES

1. Namco "Tekken 2"	398
2. Merit "Megatouch"	369
3. Namco "Soul Edge"	112
4. Incred. Tech "Golden Tee 3D Golf"	228
5. Namco "Tekken"	658
6. Taito "Bust-A-Move Again"	109
7. Micro "Magical Touch"	143
8. Kaneko "Great 1000 Mile Rally 2"	36
9. Fabtek "Viper Phase I"	169
10. Midway "Ultimate Mortal Kombat"	247

PINBALLS

1. Bally "Attack From Mars"	54
2. Bally "Who Dunnit"	131
3. Bally "Theatre of Magic"	620
4. Bally "Addams Family"	2687
5. Sega "Apollo 13"	154
6. Williams "Star Trek: TNG"	1376
7. Premier "Mario Andretti"	31
8. Bally "World Cup Soccer"	829
9. Williams "Congo"	25
10. Sega "Baywatch"	150

REDEMPTION

1. Konami "Chicken Dash"
2. Sega "Cut the Cheese"
3. Baytek "Bug Bash"
4. Coastal "Jungle Jive"
5. ICE "Cyclone"



NZ TAILORED GAMES IN PIPELINE

The computer games market in New Zealand, which grew by 30 percent last year, is expected to achieve a turnover of between \$15 million and \$20 million this year, according to Mark Campbell of Electronic Arts.

This phenomenal growth is one of the reasons EA recently set up its own distribution operation in New Zealand.

Mr Campbell, formerly manager of the PC games division of Sega-Ozisoft, which distributed Electronic Arts's product, is now general manager of EA's three months old New Zealand operation.

Mark Campbell says moves are under way to develop special games in New Zealand, targeting Kiwi users.

EA is already doing this in Australia, with a development team producing "Australian Rugby League," and PC games centred on Aussie rules football, cricket and the Bathurst car race.

"We have a development team in Auckland working on product for New Zealand. We would like to do something with rugby and maybe netball too."

The New Zealand games could piggyback on the game engine (basic program) developed for the Australian product. The Australian rugby league game cost \$US1 million to develop, but Mr Campbell says a little tweaking means the same engine could drive a New Zealand rugby game. "Once you develop a good game engine you can use it for years."

He says EA recognises that New Zealand is a sophisticated market for PC users, and that those in the industry here are some of the most imaginative and creative in the field.

"All our advertising and promotional material for Australasia is done in New Zealand."

Electronic Arts has an international history of 20 years in the games industry, which began in America and spawned subsidiaries in Britain, Australia, Canada, Asia, South Africa and now New Zealand.

Mr Campbell says while PC users are adjusting to system specifications that seem to leapfrog one another by the week, the ballooning state of the art vexes game developers too.

Many new games on the market specify a minimum of a DX2/66 or Pentium 60 to drive the software. "It takes about 18 months to develop

a game and the developers, when they start, have to guess what the PC specifications will be when the game is finally released. "We would like to see a standard set. I know how people feel who have a machine only a year old but already superseded by new, more powerful systems.

The entry level machine this year is regarded as a Pentium 75 with 8 to 16Mb of ram."

Previous big hits are being reissued for a fraction of their original price, to appeal to those new to the PC market.

OPERATORS UNDER THREAT

The amusement industry in Taiwan suffered a severe blow towards the end of April when the Mayor of Taipei launched an attack on the operating industry. This follows a recent incident in which one of Taipei's most famous operators was accused of bribery and corruption involving a local attorney and police officers. The mayor instructed police to close all but 8 of 1,297 licensed arcades and many more that were unlicensed. Currently there are only 87 operators in Taipei with licenses, but some of them closed their arcades because the existing laws do not define clearly the differences between legal and illegal machines.

In a public statement the mayor told the amusement industry that there is no such thing as a licensed operator, because even those that have licensed premises are still operating other, illegal, arcades. He further advised the operators that it is his intention to make life extremely difficult! Police are currently visiting arcades 4 to 6 times a day, using any excuse to enforce the closure of arcades.

Operators predict that this situation will take some months to resolve. The knock-on effect will seriously affect the sales and importation of games to this expanding market.





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ADVANCED ENTERTAINMENT SYSTEM

The latest NEO GEO Release!
Awesome Shooting Action



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CAPCOM

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ATARI
GAMES

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ART OF FIGHTING III

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KITS AVAILABLE

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LOUISE - AGE 22

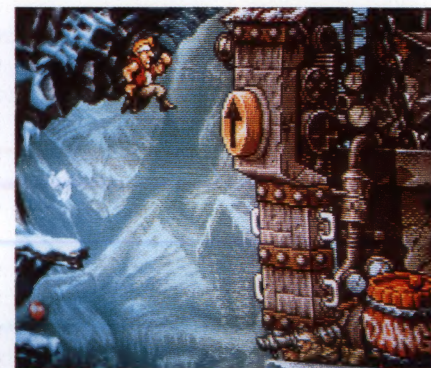
A real pinball fan who also has a soft spot for SWPs. Currently enjoys venting some anger on top-end fighting games like Virtua Fighter 2.

Metal Slug certainly made a change from your average martial arts fighting game or sports-based pcb, and although I found it difficult to get the hang of the style and of gameplay, I really enjoyed it.

That said, the rules were easy enough, as were the controls, and it was great not to have to spend vast amounts of cash trying to work out all the secret moves. In this game, what you see is what you get, but I still managed to get through a pocketful of change simply trying to stay alive because the action was so fast.

This is probably one of the most furious-paced games I've played in a long time and you have to be really alert to what's going on all the time. There's always something or someone coming at you and several times I found I hadn't picked up enough firepower along the way to cope with the sheer numbers of enemies.

Some parts of the game I found a little gory - the screams of the burning paratroopers



made me wince - but in general I found this a good game which I'd certainly be prepared to play again. The only real criticism is the speed at which you can lose a life, so maybe there could be more lives available, or the enemy fire could be a little less overwhelming - at least in the earlier stages.

HELEN - AGE 23

An occasional arcade goer, but enjoys some serious video action while there. Recent favourites have included Killer Instinct and Sega Rally Championship.

Metal Slug reminded me of a home system platform game in many ways, which was part of its attraction for me. There were some really nice features which prevented the action from becoming monotonous and I thought the swamp section, where you can get

inside the tank, was great. I also liked the bit when you have to crawl along under the electrified lines.

My only gripe was that it was so easy to die, and seemed to get very tough, very quickly - a bit too quickly for someone like me who doesn't play this kind of game all the time.

PHIL - AGE 18

A regular arcade patron who particularly enjoys playing the latest driving games, but rarely plays pinball, SWPs or AWP.

Metal Slug can be summed up in one word brilliant. This is one of the most enjoyable games I've played for ages, and for once it's not a massive dedicated affair.

However, my one concern is its longevity. I only played the game six or seven times and while I had a great time, I'm not sure whether I could be bothered to get through all the levels to get back to where I'd left it. Maybe a password would have helped?

TIME OUT

TIME OUT

AUCKLAND SCENE

As Auckland slips into winter there's nothing major to report other than my ole favourite politics (not!). As Stages TimeOut will be affected by a proposed Britomart Transport Centre I have been following keen with interest how council deal with major developments in the downtown area. I have observed that nothing ever seems to be set in concrete, there always seems to be stumbling blocks. Les has a solution!

Auckland's Mayor, Les Mills, recently proposed that Auckland become a "Super City" with one decision making "body" rather than the current scenario that sees five councils and two local bodies debating issues. In recent times they have had trouble making decisions because of conflicting views. Les wants to see a more practical way of running our city of 1.1 million people. Details of the "Super City" proposal are still emerging but Les ensures us that this is the solution to Auckland's decision making woes.

The two major hot debate issues currently caught up in this inefficient system are the Britomart Transport Centre and the Viaduct Basin, the proposed home of the Americas Cup. While great headway has been made on the Britomart Transport Centre (after many years of debate) they are still having trouble making a decision on the Viaduct Basin which is concerning as the construction timing is critical with only 3 and a half years until the Americas Cup challenge.

The transport centre will take a while to work and may be perceived as a white elephant in its first few years of operation,

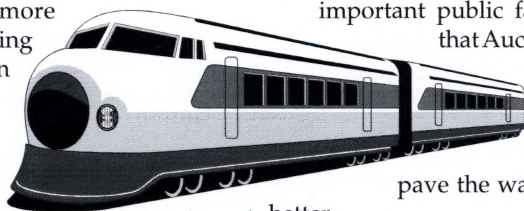
but sooner or later the Auckland public will wake up to the fact that public transport will be the faster, safer and greener way to travel. Sir Dove Myer Robinson was the visionary 20 years ago for a light rail transport system, it's now time to build the bugger!

The Viaduct Basin facility will open up the waterfront reinforcing Auckland as the "City of Sails". It will positively promote our country at a time when the whole world will be watching, keeping in mind that Sydney will be hosting the Olympic games in the same year. Arguably the tourist dollar will play a major part of New Zealand's long term economic survival.

I understand the funding issue, but it the scheme of things money spent on such important public facilities will ensure that Auckland is prepared for the year 2000 and beyond. It's time to be visionary! Go Les for trying to pave the way. Whew! that feels better.

On to the games, Virtua Cop 2 is still performing well even with Time Crisis hitting the market. Gun game sin general seem to be enjoying the limelight in Auckland at the moment. Point Blank will finally be seen at Stages in the near future. Virtua Fighter 3 must be close. Looking forward to Segas next generation games.

Enjoyed a flying visit to the South Island. A big congrats goes out to the Christchurch team for their latest centre (Northlands Shopping Mall), it's awesome, we are most impressed. Thanks to Phil (Dunedin) and Logan (Christchurch) for their excellent hospitality, Speights Gold Medal is a fine brew. Pity about the \$70 I lost at the Casino, still you get that!



ACCOUNTANTS CORNER

TAX RETURN FILING

This tax filing year all tax agents and accountants have the option of filing clients' tax returns electronically without having to send any papers to the Inland Revenue Department. Those who choose to participate will be required to retain what is essentially a computer printed paper copy of the data transmitted to the IRD. This printed copy is signed by taxpayer as a certificate which can be produced to the tax office in the case of a dispute or audit.

Called E-File, the system involves the transmission of the tax return data directly from the tax agent or accountant's computer system via the normal telephone system to the IRD computer. The data is transmitted using a series of tones by devices called modems, which have been the subject of a series of articles in the computer columns on recent Tuesdays. For security an ID (identification) is needed to access the telecomm data switching network and another separate one to access the IRD computer system. An additional password is needed to access the Telecomm system, and the whole of each transmission is encoded using a random key encryption package with each different tax agent and accountant having their own separate key sequence.

Immediate acknowledgement is provided for all returns lodged using E-File, which means there is no problem with returns "going missing" either in the

agents office, in transit or at the IRD office during the lodgement access. (line is missing) system is the fact that automatic calculation and checking of most elements of tax returns are built into the computer programs used in agents and accountants offices. This means that a minimum of checking is needed by the IRD and therefore the processing of tax returns is greatly speeded up. Further the time spent in processing enquiries and subsequent amendments to the returns should be eliminated or at least greatly reduced.

This automatic calculation and checking means that the people preparing tax returns are freed from the routine and repetitive procedures, and can devote the full attention to ensuring that no penalties are incurred through overlooking items of income and that all deductible expenses and allowable rebates are claimed. In other words the computer does what it does best - routine matters, and the tax specialist does what humans do best - using judgement.

FAST PROCESSING

However, the major benefit is to those people who require fast processing of their returns. The IRD's stated aim is that in excess of 95% (lines is missing) and refund cheques issued or direct credits made where appropriate within 14 days of filling of the returns.

This year some refund cheques have been issued within 6 days from Taxlink E-Filing the tax return.

